

August 25, 2015

Daniel Credeur, PhD.
Assistant Professor
The University of Southern Mississippi
118 College Drive
Hattiesburg, MS 39406-0001

Dear Dr. Credeur:

This letter is to confirm AtCor Medical's status as a sole source provider of technology developed to non-invasively determine central (i.e., ascending aortic) blood pressure, carotid-femoral pulse wave velocity (cf-PWV), and associated clinical parameters. We enjoy this status because the SphygmoCor system is the only FDA cleared device that combines these modalities on a single platform (SphygmoCor CPV and SphygmoCor XCEL).

I am also proud to say that SphygmoCor has become a true standard during the past several years due to:

- the strength of the validation work that was required before FDA would clear the SphygmoCor system as accurately providing central blood pressure,
- the volume of peer-reviewed literature that has been generated over this past decade,
- and the fact that SphygmoCor has been utilized in the most critical research in this field (e.g., the CAFE, Strong Heart and BP GUIDE studies)

I thank you for your interest in SphygmoCor technology. Please call with any questions.

With best regards,

D. Kurschinski

Doug Kurschinski
Sr. Vice President and General Manager
AtCor Medical, Inc. (USA)
312-560-3419 (cell)



THE UNIVERSITY OF
SOUTHERN MISSISSIPPI

School of Kinesiology

118 College Drive #5142 | Hattiesburg, MS, 39406-0001

Phone: 601-266-5364 | Fax: 601-266-4445 | email@usm.edu | www.usm.edu

August 18th, 2015

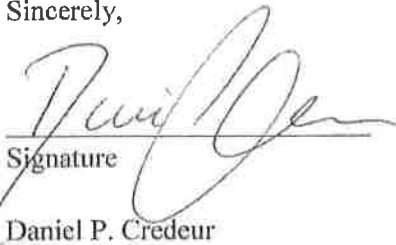
To: President Rodney D. Bennett, Box 5001

From: Daniel Credeur, PhD

Re: Sole Source Justification for AtCor Medical, SphygmoCor XCEL system

The equipment requested for purchase, the SphygmoCor XCEL system from AtCor Medical, is a unique device for assessing central blood pressure (aortic BP), vascular stiffness (aortic pulse wave velocity), and other associated clinical parameters non-invasively. Importantly, this is the only portable and FDA approved device which combines these measures into a single system. The requestor signing below is aware of the state laws requiring competition, and certifies they have factually and fairly determined the needs of the department. Further, they have diligently attempted to determine all potential sources for products or services that will meet the true needs of the department.

Sincerely,



Signature

8/25/2015

Date

Daniel P. Credeur

University of Southern Mississippi

School of Kinesiology

Kinesiology Bldg., Rm. 224

Daniel.credeur@usm.edu



August 17, 2015

Daniel Credeur, PhD.
Assistant Professor
The University of Southern Mississippi
118 College Drive
Hattiesburg, MS 39406-0001

SphygmoCor® System Quotation

Dear Dr. Credeur:

Thank you for your interest in AtCor Medical SphygmoCor® technology. Attached to this letter you will find a sales quotation for a SphygmoCor® XCEL System, **including discounted pricing for a purchase on or before September 25, 2015.**

Maintenance plans are available and have been summarized in the quote as well.

We at AtCor Medical look forward to discussing this quote further and will contact you in the next few days. For your convenience, purchase orders can be emailed to orders@atcormedical.com or faxed to 815-366-5953.

We look forward to working with you.

Yours sincerely,

For and on behalf of AtCor Medical Pty Ltd.

Doug Kurschinski
Senior Vice President and General Manager

cc: Ric Ruffhead

SphygmoCor® System Quotation – Valid through February 24, 2016

Product Number and Description Options	Price USD
SphygmoCor XCEL PWA and PWV	
SphygmoCor® XCEL <i>PWA and PWV</i> System	\$26,200.00
Non-invasive Pulse Wave Velocity system, including:	Unit price reduced to \$24,500.00 if purchased by September 25, 2015
▪ SphygmoCor® XCEL Software Suite – Version 1.1	
▪ AtCor Medical Electronics Module Model EM4C	
▪ AtCor Medical brachial blood pressure cuffs (3 sizes)	
▪ AtCor Medical/Millar pressure tonometer	
▪ AtCor Medical femoral blood pressure large cuff (1cuff)	
▪ System documentation	
N-01	
Notebook computer with factory installation and testing of SphygmoCor® software	\$1,500.00
1-00896	
SphygmoCor XCEL cuff storage tray	\$385.00
1-00898	
SphygmoCor XCEL PWV cuff extra large adult	\$99.00
Shipping and Handling	
Freight	\$150.00
Basic Hardware and Software Maintenance Contract	
Contract commences after the completion of the warranty period.	\$2,350.00/year
The Basic Hardware and Software Maintenance Contract comprises the following:	
1. All parts and labor for the Electronics Module.	
2. Annual SphygmoCor XCEL calibration services	
3. USA-based technical support personnel with on-site response guaranteed within 48 hours from receipt of support request (during weekends, response time will be within 72 hours from receipt of support request).	
4. Replacement with a loaner unit if AtCor Medical cannot resolve the matter within the prescribed time.	
5. Return of repaired unit to the customer within four (4) weeks of receipt of same at service center.	
6. All chargeable software upgrades provided at a 50% discount on list price.	
The Basic Hardware and Software Maintenance Contract does not include the following:	
1. Applicable freight costs (excludes software)	
2. VAT/GST, customs duties and any other applicable government taxes.	
3. The tonometer.	
4. Computer hardware related problems if the computer is provided by the user.	
5. Software problems caused by the installation of software programs specified by AtCor Medical as being non-compatible with the SphygmoCor software.	
Comprehensive Hardware and Software Maintenance Contract	
Contract commences after the completion of the warranty period.	\$3,050.00/year
The Comprehensive Hardware and Software Maintenance Contract comprises the following:	
1. All parts and labor for the Electronics Module and the tonometer.	
2. Annual SphygmoCor XCEL calibration services	
3. USA-based technical support personnel with on-site response guaranteed within 48 hours from receipt of support request (during weekends, response time will be within 72 hours from receipt of support request).	
4. Replacement with a loan unit if AtCor Medical cannot resolve the matter within the prescribed time.	
5. Return of repaired unit to the customer within four (4) weeks of receipt of same at a service center.	
6. All software revision upgrades provided free of charge.	
The Comprehensive Hardware and Software Maintenance Contract does not include the following:	
1. VAT/GST, customs duties and any other applicable government taxes.	
2. Computer hardware related problems if the computer is provided by the user.	
3. Software problems caused by the installation of software programs specified by AtCor Medical as being non-compatible with the SphygmoCor software.	
The above prices include technical support.	

SPHYGMOCOR[®] – System Specification

Product Configuration

PRODUCT	INPUTS
SphygmoCor [®] XCEL <i>PWA</i>	Cuff
SphygmoCor [®] XCEL <i>PWV</i>	Cuff & Tonometer
SphygmoCor [®] XCEL <i>PWA</i> & PWV	Cuff & Tonometer

Physical and Environmental Specifications

Operating Ambient temperature:	+15°C to 40°C (59°F to 104°F)	
Operating Relative humidity:	15% to 95% non-condensing	
Storage Ambient temperature:	-20°C to 65°C (-4°F to 149°F)	
Transport Ambient temperature:	-20°C to 65°C (-4°F to 149°F)	
Storage Relative humidity:	20% to 90% non-condensing	
Transport Relative humidity:	20% to 90% non-condensing	
External Power supply	Input	100-240 VAC, 50-60Hz
	Output	15VDC at 2A
	Protective Class	IEC Class II, Double Insulated
	Power Connector	4 PIN DIN
Physical Specifications	Enclosure Material	Polycarbonate
	Weight	0.7 kg (1.5 lbs)
	Dimensions (EM4C)	9.9 (l) x 19 (w) x 17.2 (h) cm
	Dimensions (Tray)	30.5(l) x 16.7 (w) x 8.6 (h) cm
Measurement	NIBP	Oscillometric. Diastolic values correspond to Phase 5 Korotkoff sounds.
Range	NIBP, PWA	Sys: 50 - 260 mmHg Dia: 40 - 200 mmHg
	PWV	2 to 25 m/s
	Heart rate	30 - 220 beats per minute
	Display	0 - 300mmHg
Resolution		1 mmHg

Quotation Details

Minimum Computer Requirements

Type:	IBM Compatible PC
Processor	Intel or compatible
Nominal Speed	2GHz minimum
Memory	1GB RAM minimum
Hard Disk	2GB for Installation 10GB for database
Accessories	DVD drive
Printer Drivers	Standard
Communications	USB port
Minimum Display Resolution	1024 x 768 pixels
Operating Systems	Windows XP Professional + SP3, or Windows 7 Professional

All SphygmoCor® system prices exclude the price of the computer.

Specification

The performance and operating specification for the SphygmoCor® System, and options, are as specified on the attached data sheets.

Delivery

The system will be shipped ex-Sydney by door-to-door air courier within 2 (two) weeks of receipt of order.

Installation

The system is supplied with the major components of the system ready to be unpacked, connected and operated. Installation support is available from US-based field engineering staff.

Training

A comprehensive user's manual is provided. The only operator skill required to use the SphygmoCor® System is in the proper selection and application of a brachial blood pressure cuff and/or use of the tonometer to obtain satisfactory peripheral pressure wave signals. Because the pressure signal is displayed in real-time on the screen the user quickly becomes skilled in obtaining suitable pressure signals. Initial training is available from US-based field engineering staff.

Warranty

The SphygmoCor® System, excluding the tonometer, is supplied with a **twelve (12) months parts warranty**. Any parts that fail during this warranty period will be replaced or repaired without charge. This excludes any damage to the instrument arising from operational wear and tear, or from misuse. Individual arrangements will be made with each customer for warranty support depending upon their location and resources.

The tonometer has a 120-day parts and labor warranty.

Regulatory

- FDA clearance
- EU CE Mark (MDD, ANNEX II, Class IIa)
- TGA, Australia
- IEC 60601-1 / AS/NZS 3200.1 (amendments 1 and 2)
Electromedical Equipment
Safety standard
- IEC 60601-1-2 Electro-Medical Equipment, ElectroMagnetic Compliance (EMC) Standard

Payment Terms

Payment in full is to be made within 30 days from shipment of the ordered SphygmoCor® system to your site.